

Account Manager

Reporting to: Regional Account Manager	Direct Reports: n/a
Department: Marketing	Location: Field based. North East Territory. Covering areas within Hull-North & East York-Newcastle-Carlisle geographies.
Contract Type: Full time, permanent	

Company Information

Established in 2000, Clinisupplies is a UK based medical devices company specialising in the manufacturing and marketing of products for the primary and secondary healthcare sectors.

Mission

To enhance quality of life and provide peace of mind

Vision

Access to precision medtech for every patient, globally.

Values

- Agile
- Inquisitive
- Collaborative

What do we stand for?

Same on outcomes. Better on price

At Clinisupplies, we want to make a difference in healthcare. That means understanding our customers' needs and delivering on their biggest priorities. We recognise that the NHS needs to offer quality of care and save money – that's why Clinisupplies offers products that are designed to deliver value to customers. With a strong focus on Urology, Wound & Skin care, and Wound Closure, our products and services are developed to assist clinicians and patients, with practical solutions that provide high quality outcomes at an exceptional price.

Role summary

To support the implementation of projects which support the sale of a range of urology and wound care products, that meet the needs of healthcare professionals and their patients, into the competitive primary and secondary care market.

The role is field based which will require working away from home as required, therefore overnight stays can be expected.

Key Responsibilities

The following provides an indication of the key responsibilities involved in this role but is not intended to be an exhaustive list of all the duties that you may be required to do

Reporting directly to the Regional Account Manager, you will have responsibility of:

- Delivering and exceeding agreed sales targets for the urology and wound care portfolio
- Having excellent standards in territory / journey and business preparation and planning
- Having excellent understanding of the selling process
- Have excellent Interpersonal skills that demonstrate your ability to position yourself as a vital part of the Clini product and service offering
- Having eagerness to develop a thorough understanding of both secondary and primary care within the NHS, and the changing face of the NHS
- Having willingness to develop a thorough understanding of the formulary process and ability to influence for positive positioning of Clinisupplies products
- Developing an ability to function across all levels of the NHS, as well as within a sales culture team environment
- Showing an eagerness to develop a thorough understanding of how a Dispensing Appliance Contractor operates
- Providing effective weekly updates of company IT requirements, CRM, Wellards Educational portal, Calendar, Monthly AM report to Regional Account Manager
- Working to assist colleagues when needed for example with training, formulary or discharge policy rollout etc.
- Supporting partnering Trusts with the provision, promotion and implementation of 'hospital to home' discharge products for use in the community provided through our home delivery service
- Supporting partnering establishments with formulary implementation and product guidance
- Delivering effective training on continence appliances to healthcare professionals
- Working closely with your regional team to support delivery of key projects across the region
- Building excellent customer relationships and sell the product and service to NHS and private healthcare customers

Experienced Required

- Thorough understanding of the sales process and how it fits with each layer of the NHS
- Key Account Management experience
- Ability to function and tailor sales approach to the multi layered NHS
- Excellent communication and presentation skills
- Good understanding of how a Dispensing Appliance Contractor operates

- Comprehensive understanding of the Clinisupplies Product portfolio
- How NHS Supply Chain and other roads to market function
- Understanding the new NHS terminology – Five Year Forward View, Carter Review
- Financial understanding of budget planning process
- Thorough understanding of both primary and secondary care
- Dynamic and driven with a real interest in developing a career in medical sales
- Desire to work in a target driven environment
- Confident, articulate and a strong relationship builder
- Highly self motivated and tenacious and must be able to deliver sales results in a competitive environment
- Well organised and able to plan weekly and monthly diary
- You must live on or within 20 mins of the territory covered

Desirable

- Clinical background
- Previous selling experience
- Urology & Wound care therapy, market and competition knowledge
- Experience in a medical device sales role with a success track record
- Previous customer facing experience

Clinisupplies is dedicated to the continuous development of our employees and offer excellent career prospects for the strong candidate. We offer an attractive benefits package including a competitive salary, 26 days holiday pro-rata (increasing with service) plus bank holidays, pension, profit related pay.

Clinisupplies Limited is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, gender reassignment, religion or belief, marital status, or pregnancy and maternity.

How to apply

If you are interested in this position, please forward your CV to recruitment@clinisupplies.co.uk. Please note that in addition to the interviews there will be assessments as part of our recruitment and selection process.

No agencies please.